



COMMUNITY BANKERS ASSOCIATION OF ILLINOIS

Webinar – On-Demand Web Link

SBA Lending Update 2018: Trends, Regulations & Pending Changes

Wednesday, January 10, 2018

2 - 3:30 p.m.

The U.S. Small Business Administration's lending programs have seen significant growth in recent years. More than 68,000 loans were approved under the 7(a) and 504 loan programs during the 2017 fiscal year, providing more than \$30 billion to small businesses. Due to loan program growth and other changes, the SBA has issued an update to its standard operating procedures for SBA lending. SOP 50 10 5 (j) which becomes effective January 1, 2018, incorporates a number of SBA-initiated rule and policy changes and provides clarity on procedures and the lender oversight process. Banks who make SBA loans must understand the current rules and regulations. Staying on top of recent program changes ensures your bank can continue to offer this valuable loan product to your small business clients.

HIGHLIGHTS

- Lender guidance on loan program participation
- New loan application documentation
- Updated guidance on:
 - Franchise affiliation rules
 - EPC/OC rules
 - Equity injection requirements
 - Guaranty requirements
 - Agent fees
 - Key technical issues for closing and servicing SBA loans

TAKE-AWAY TOOLKIT

- New SBA loan application Forms 1919 and 1920
- New SBA franchise Forms 2462 and 2464
- Updated SBA Lender's Servicing and Liquidation Matrix and helpful link list, including the new SBA SOP 50 10 5(j) and catch-all regulation 13 CFR 121.301(f)
- Employee training log
- Quiz you can administer to measure staff learning and a separate answer key

DON'T MISS THIS RELATED WEBINAR!

Protecting the SBA Guaranty Start to Finish on Wednesday, June 13, 2018

Attendance verification for CE credits provided upon request.

WHO SHOULD ATTEND?

This informative session is designed for bank officers, underwriters, loan closers, loan portfolio managers, and loan administrators, as well as any other personnel responsible for origination, closing, and servicing of SBA loans. Basic knowledge of SBA loan program requirements is helpful.

ABOUT THE PRESENTER

Kimberly Rayer is a partner in the law firm Starfield & Smith, PC, where her practice concentrates on financial services, commercial contracts, and corporate law. Rayer has extensive experience representing financial institutions and companies in connection with government guaranteed lending, commercial financing, and other secured transactions. She is admitted to practice before the Supreme Courts of Pennsylvania and New Jersey and the Federal District Court for the Eastern District of Pennsylvania. In addition, she is a member of the American Bar Association and the National Association of Government Guaranteed Lenders (NAGGL) and was named as a Pennsylvania "Rising Star" by *Philadelphia Magazine* in 2010. She received a BS from Drexel University and a JD from the James E. Beasley School of Law, Temple University.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

The live webinar option allows you to have one telephone connection for the audio portion and one Internet connection (from a single computer terminal) to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that allow entrance to the seminar. The session is approximately 90 minutes, including question and answer sessions. Seminar materials, including instructions, PIN number, and handouts are emailed to you prior to the broadcast. You need the most-current version of Adobe Reader available free at www.adobe.com.

2. ON-DEMAND WEB LINK**

Can't attend the live webinar? The ON-DEMAND WEB LINK** is a recording of the live event including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Within five business days following the webinar, you are provided with a web link that can be viewed anytime for the next six months. This link expires six months after the live program date.

3. BOTH LIVE WEBINAR AND ON-DEMAND WEB LINK**

Includes options 1 and 2 above.

NEW! Listen to the on-demand web link on your iPad, iPhone, or Android. Instructions are emailed to you with the on-demand link.

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AFFORDABLE TRAINING, WHEN AND WHERE YOU CHOOSE.

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SBA Lending Update 2018: Trends, Regulations & Pending Changes Telephone/Webcast
Wednesday, January 10, 2018 2 - 3:30 p.m.

Choose Your Training Option:

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